

When do managers expect to benefit from public policy?

- Managerial expectations drive firm behavior but are rarely studied.
- Policy initiatives – do they attract the intended businesses?
- Context: EERE businesses

When do managers expect to benefit from public policy?

Predict:

- Government (+.29)
- Non-gov entities

Control:

- Government (+.31)
- Non-gov entities (-.38)

Strategy:

- EE differentiator (+.26)
- Innovate
- Low-cost (+.20)

Expect policies (subsidies, taxes, regulations, public goods) to stimulate demand for our business

Controls:

- Firm size
- Munificence
- Performance
- Instability (+.24)
- Policy affects our business